

# Air Force Contracting Conference

Placing the "M" in Contracting

Lyle Eesley  
Center Director for Contracting  
October 7, 2004





**“We always have to remember that the basic purpose of the acquisition system is to provide for the needs of warfighters; get them what they need, when they need it, at an affordable cost.”**

***Ms. Deidre Lee  
Director, Defense  
Procurement  
And Acquisition Policy***





# Overview

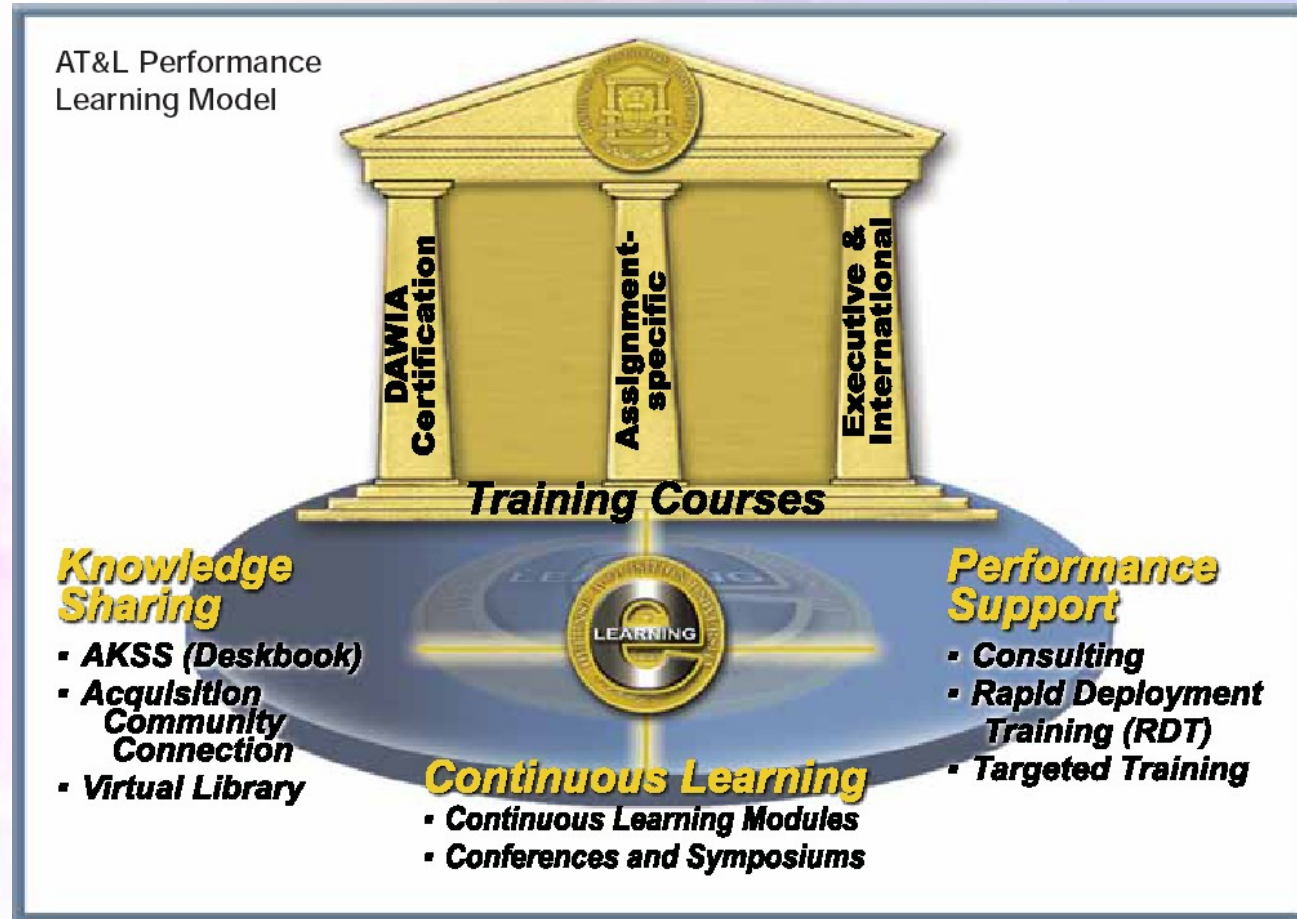
- **What's new in Contract Training**
  - **Focus on the Mission**
  - **Focus on the Process**
  - **Certification Course Modernization**
  - **New and Planned Assignment specific Course work**
  - **Continuous Learning Center additions**
- **Creating useful 24/7 learning environment**
  - **Continuous Learning Center**
  - **Communities of practice**

# We live a Complicated Environment





# Performance Learning Model



Our goal is to integrate and leverage learning assets to create career long learning and support for to our AT&L customer.



# Course Modernization Philosophy

(Certification courses)

- Alignment of Contracting actions with delivering Mission outcomes
- Command a Common Process across any mission area
  - Develop Solid foundation of technical understanding
- Develop Business Advisors who can
  - Think Critically
  - Think Strategically and Tactically
  - Team Effectively
  - Link Business Strategies with optimum Mission Results
- Contracting professionals who can ACT<sup>2</sup>
  - Align, Command, Think and Team
  - ACT<sup>2</sup> is the core of ACTION



# Student Motivation



# Focus Common on Process



Shift from a course focus to a process focus characterized by increasing levels of complexity



Shift from customer satisfaction to **Customer Mission Success**

# New Level One Structure



**CON 100**

Shaping Smart

Business Arrangements

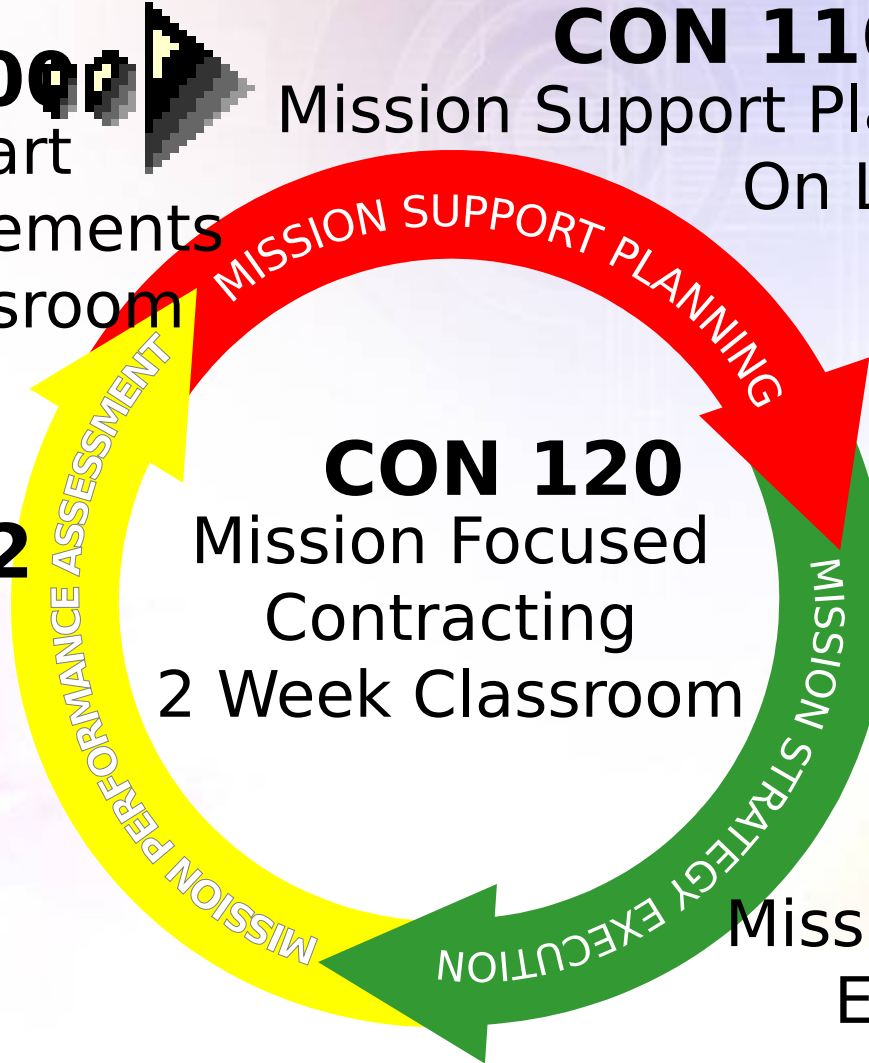
One Week Classroom

**CON 110**  
Mission Support Planning  
On Line

**CON 112**  
Mission  
Performance  
Assessment  
On Line

**CON 120**  
Mission Focused  
Contracting  
2 Week Classroom

**CON 111**  
Mission Strategy  
Execution  
On Line





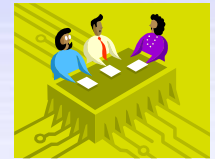
# "The Learning Playing Field"

**On-line  
Software driven**

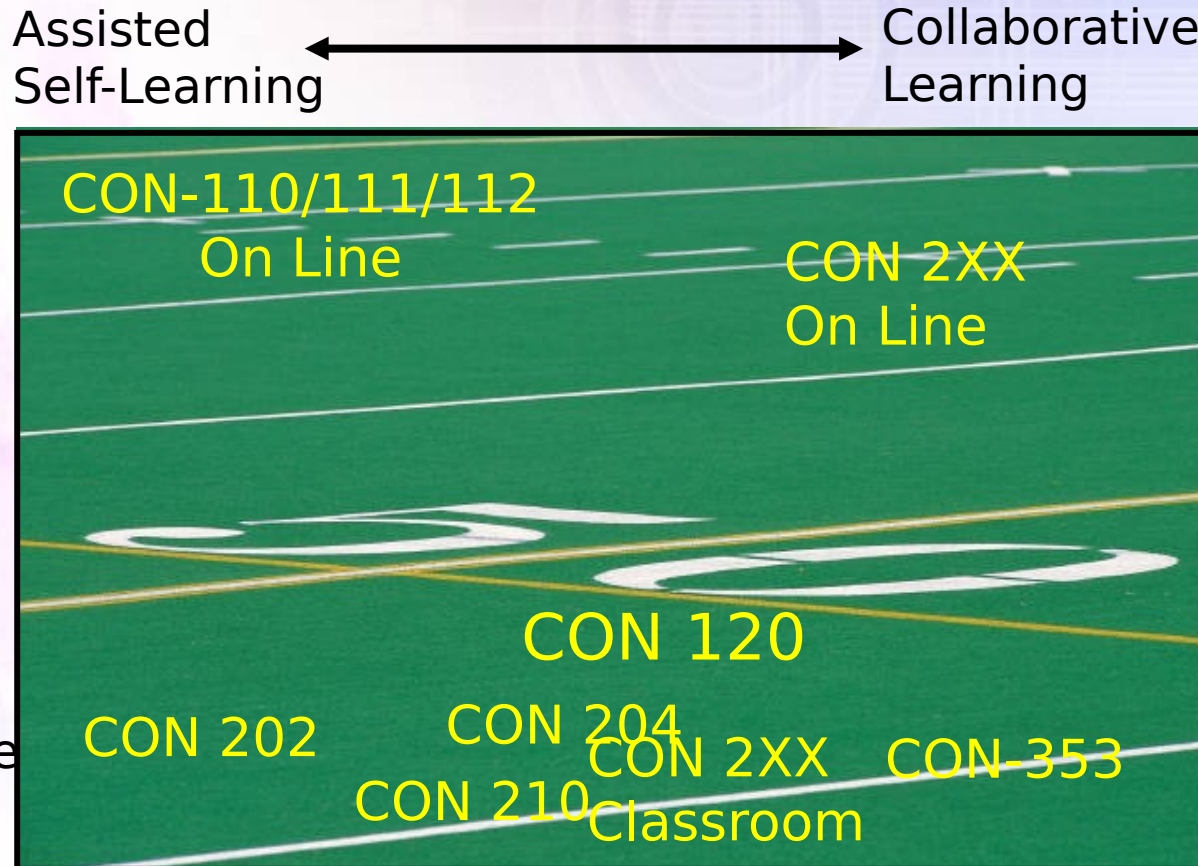


Technology  
Enabled

**On-line Learning  
Environment (OLE)**



Point of  
Performance



Face-to-Face



**Classroom/Seminar**

In Residence

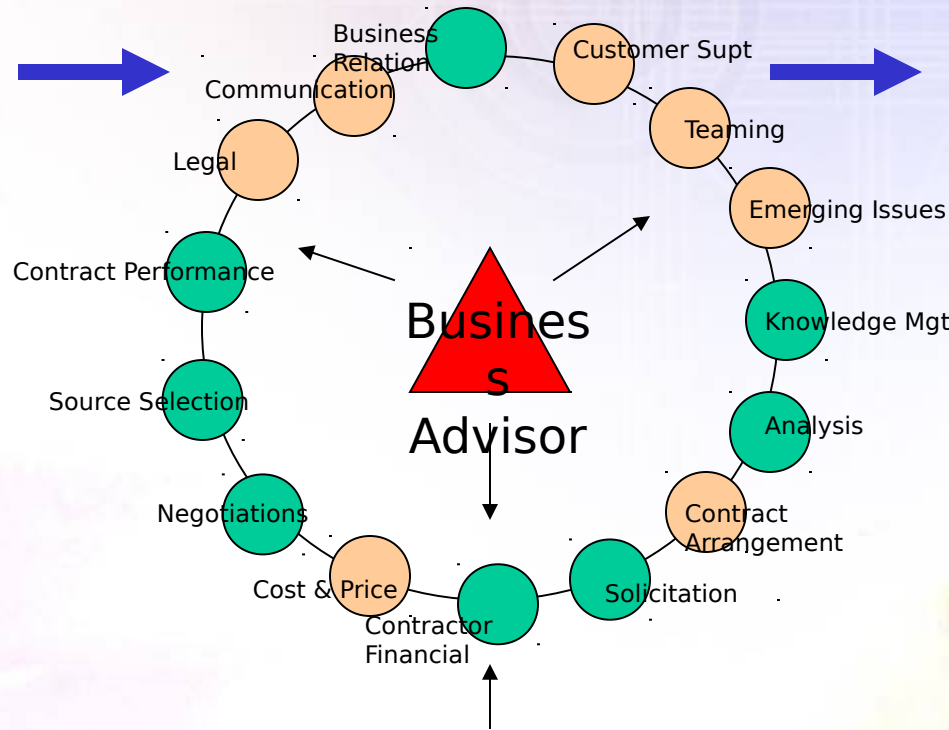


**Case-based**



# CON 2XX Proposed Model

## Competencies



### Classroom - 1 week

Intro  
Customer Support  
Leadership  
Business Relationships  
Knowledge Mgt  
Contractor Bus & Financial Strategies  
Intro to Cost & Price

Course Wrap-Up

Discussion & Case Study

### Classroom - 2/3 weeks

Integrated Cases

- Cradle to Grave
- Cost Contract
- Negotiations
- Legal

Course Wrap-Up

Services

Supplies

Use WBT/CLM with facilitated discussions & Case Study



# Broadening Course Offerings

- **CON 260 Small Business Program Nov 04**
  - Audience Focus: Small and Disadvantaged Business Utilization Specialists (SADBU)
  - On Line and Three Day Classroom
- **ACQ 260 Mission Focused Services**
  - Audience Focus: Cross functional audience, anyone involved with requirements development, contracting, performance assessment, or end use customers
  - One week in classroom
- **CON 265 (Proposed) Contracting for Services**
  - Audience Focus: Contract specialists who work with or want to learn more about the specifics of Service Acquisition
  - Strategic Analysis and Business Strategies
- **CON 236 Value Engineering conversion to DL**
- **WHAT DO YOU NEED.....?**



# **Broadening Course Offerings**

## **(cont)**

### **On Line Course Development Planned**

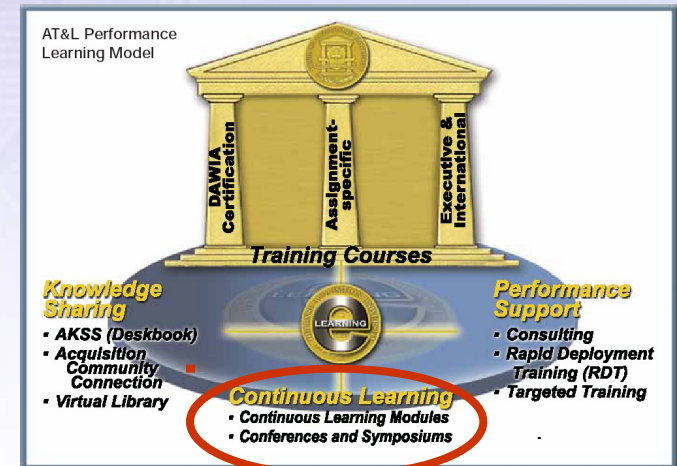
- **Contracting Officer Representative (COR) course**
- **Leasing**
- **Basics of Cost Contracts**
- **Create the “Fodors” guide to the World of Contracting**
  - **Systems Acquisition**
  - **Operational Contracting**
  - **Logistics and Sustainment**
  - **Research and Development**
- **Contingency Contracting - Simulations**



# Continuous Learning

## Continuous Learning Modules

- **Currently 70 Modules; 1-3 Hour Duration**
- **New Topics Include:**
  - IFB
  - Source Selection
  - Contract Closeout
  - Contract Termination
  - Reduction in Total Ownership Costs (RTOC)
- **In Development**
  - Pricing Support Tool
  - Basics of Contract Law
  - Get it Right
  - Contracting for the rest of us
  - Link FAC and DACs with training



## Conferences & Symposiums

- **National Contract Management Association**
- **Service Conferences**
- **DOD E-Business and SPS**

<http://clc.dau.mil>

**WHAT DO YOU NEED.....?**

# AT&L Knowledge Sharing System (AKSS) Version 3.0 Updated June 2004

The screenshot shows the AT&L Knowledge Sharing System (AKSS) website. The header includes the site title, a navigation bar with links like Home, DAU, Contact, FAQ, Site Map, Help, and Advanced Search, and the Defense Acquisition University logo. A left sidebar contains a navigation menu with categories like Training Courses, Continuous Learning, Knowledge Sharing, and Performance Support. The main content area features a 'What's new in DoD acquisition' section with a link to 'AKSS Today!'. Below this is a detailed article titled 'USD(AT&L) MEMO Instructions for Modular Open Systems Approach Implementation' dated July 7, 2004. The article discusses the requirements for systems and systems-of-systems in the formal acquisition process. A right sidebar contains a 'Reader's Choice' section with links to various manuals and a 'Suggested Reading' section with links to military communication, computer system work, and joint tactical radio systems. A bottom banner for 'AKSS-CD' indicates the version is September 2003 and is now available.

**AT&L Knowledge Sharing System**  
Your one stop source for AT&L Information

Defense Acquisition University

Home | DAU | Contact | FAQ | Site Map | Help | Advanced Search

**AKSS Today!**  
*What's new in DoD acquisition.*

**AKSS Menu**

- Training Courses
- Continuous Learning
- Knowledge Sharing
- Performance Support
- AKSS Menu
- Policy Documents
- DoD 5000 Series
- FAR, DFARS, & Others
- Community Areas (CoPs)
- Reader's Choice
- Glossaries & Acronyms
- Education & Training
- Software Tools
- DAU Video Library
- AT&L Web Sites
- News & Publications
- Ask a Professor
- Forms
- Acquisition Events
- Guidebooks & Handbooks
- Ethics

**USD(AT&L) MEMO Instructions for Modular Open Systems Approach Implementation:**

On July 7, 2004, the Director of Defense Systems signed a memo that describes how the requirements stipulated within the memo should be addressed for systems and systems-of-systems in the formal acquisition process. Based on the instructions contained in the memo, all DoD acquisition programs should address Modular Open Systems Approach (MOSA) early in their program and acquisition planning, and should discuss MOSA implementation in the context of their overall Acquisition Strategy and to the extent feasible in the Technology Development Strategy. MOSA implementation issues should be identified and addressed via the IPT process and presented as issues to the MDA only when unresolved at a lower level. For additional information and a program assessment tool, see the new [Open Systems](#) area under Systems Engineering.

A Modular Open Systems Approach (MOSA) is a means to assess and implement, when feasible, widely supported commercial interface standards in developing systems using modular design concepts. It is an integral part of the toolset that will help DoD achieve its goal of providing the joint combat capabilities required in the 21st century, including supporting and evolving these capabilities over their total life-cycle. The USD(AT&L) memorandum dated April 5, 2004 states: "commencing 1 Oct 04 all programs subject to milestone review shall brief their program's MOSA implementation status to the Milestone Decision Authority (MDA) for compliance." The purpose of this memorandum is to describe how this requirement will be addressed for systems and systems-of-systems in the formal acquisition process.

[\(entire article\)](#)

**Acting USD (AT&L) Memo Amplifying DoDD 5000.1 Guidance Regarding Modular Open Systems Approach Implementation:**

On 5 April, 2004, the Acting Under Secretary of Defense for Acquisition, Technology and Logistics signed the attached memo that amplified and expanded the policy for implementation of Modular Open Systems Approach (MOSA) as set forth in DoDD 5000.1, dated May 12, 2003. Based on this direction "Commencing October 1, 2004, all programs subject to milestone review shall brief their program's MOSA implementation status to the

**New JCIDS/DoD 5000/PPBE Policy is Available**  
[click here](#)

**We want your feedback—again!**

**Reader's Choice**

- [CJCS Instructions 3170.01D](#)
- [CJCS Manual 3170.01](#)
- [DoDD 5000.1](#)
- [DoDI 5000.2](#)
- [FMS Manual](#)
- [DCMA Instruction/Guidebook](#)
- [DCAA Manual](#)
- [FAR](#)
- [DFARS](#)
- [Other FAR Supps](#)
- [DoD 7000.14-R](#)
- [EI Toolkit](#)

**Suggested Reading**

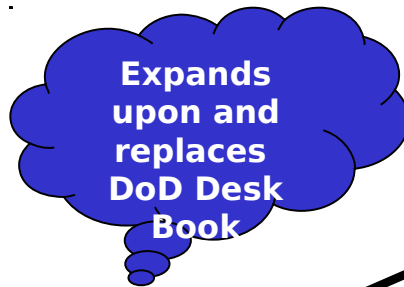
- [Military CIOs balance communication, security](#)
- [New computer system brings work to a crawl at GSA regions](#)
- [Army moves up fielding of Future Combat System](#)
- [Standards body eyes Joint Tactical Radio System \(JTRS\)](#)
- [New Mishap Reporting and Analysis Tool Reaches First Milestone](#)
- [Acquisition Logistics in a Program Management World](#)

[Suggested Reading Previous Postings](#)

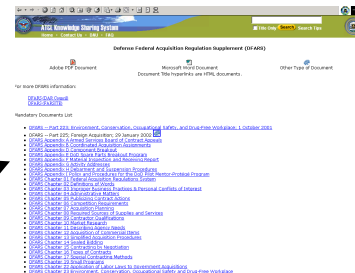
**AKSS-CD**  
Version  
September 2003  
is now available

Next Major Upgrade – Transition of Reference Libraries to  
Learning Asset Digital Repository (LEADR)

# DoD AT&L Knowledge Sharing System AKSS

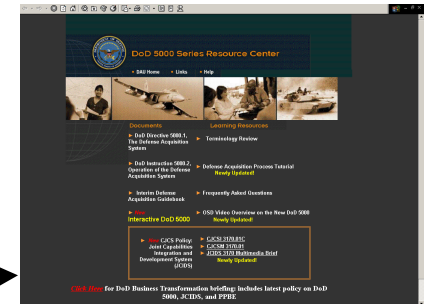


## FAR/DFARS



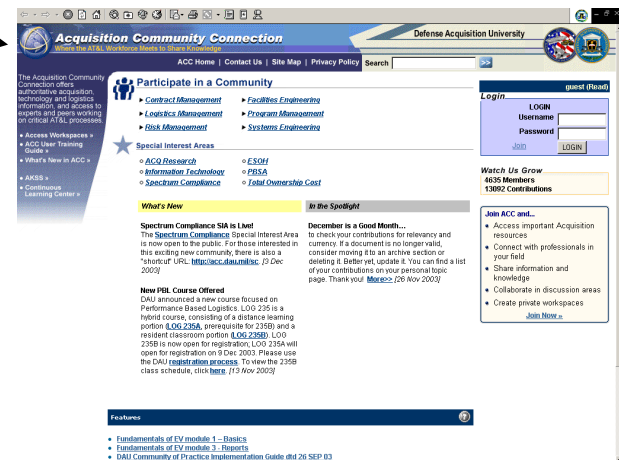
**GSA & Hill FARSITE**

## New AT&L Policy



**DoD 5000 Resource Center With JCIDS**

## Guidance and Contacts



# Gateway to Policy, Processes, Tools and Experts

**Career Field and Business Process**

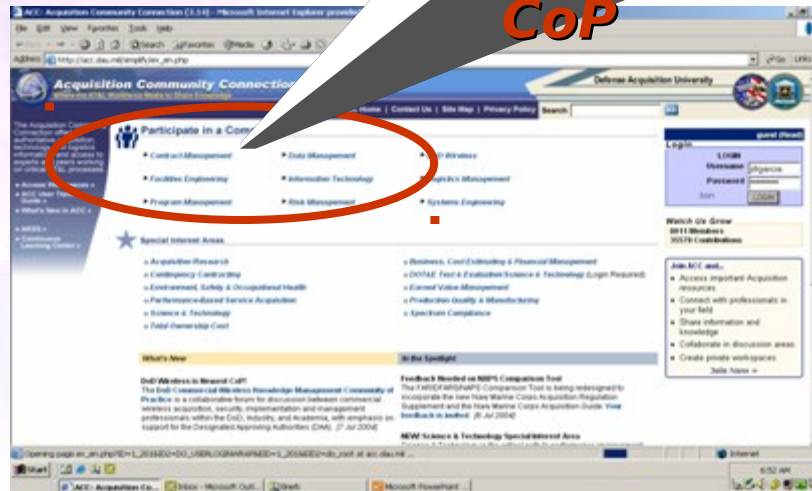
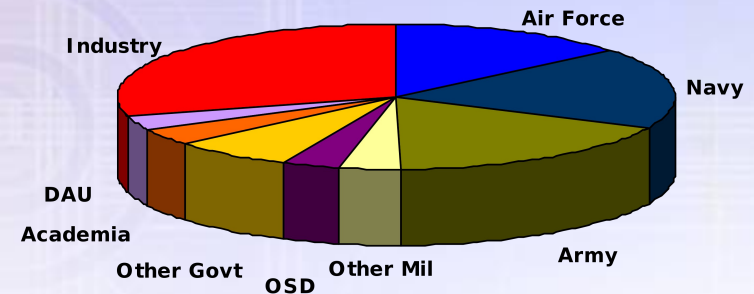


# Acquisition Community Connection (ACC)

- **Continued Growth**

- Over 8,200 registered members
- Growing at rate of 100-125/week
- 20 active communities
- Over 450,000 page views/month

Community Distribution



- **Capabilities**

- Access important acquisition resources
- Connect with professionals in your field
- Share information and knowledge
- Collaborate in discussion areas
- Create private workspaces

# Mission Support Contracting



# THE ACQUISITION COMMUNITY CONNECTION (ACC)

The screenshot shows the ACC website with a blue header and navigation bar. The main content area is divided into sections for participation, special interest areas, and a login/register box. A sidebar on the left provides additional resources and links.

**Acquisition Community Connection**  
Where the AT&L Workforce Meets to Share Knowledge

Defense Acquisition University

ACC Home | Contact Us | Site Map | Privacy Policy Search

**Participate in a Community**

- Contract Management
- Data Management
- DoD Wireless
- Facilities Engineering
- Information Technology
- Logistics Management
- Program Management
- Risk Management
- Systems Engineering

**Special Interest Areas**

- Acquisition Research
- Business, Cost Estimating & Financial Management
- Contingency Contracting
- DOT&E Test & Evaluation/Science & Technology (Login Required)
- Environment, Safety & Occupational Health
- Earned Value Management
- Performance-Based Service Acquisition
- Production Quality & Manufacturing
- Science & Technology
- Spectrum Compliance
- Test & Evaluation
- Total Ownership Cost

**Watch Us Grow**  
8342 Members  
36766 Contributions

**Join ACC and...**

- Access important Acquisition resources
- Connect with professionals in your field
- Share information and knowledge
- Collaborate in discussion areas
- Create private workspaces

**Join Now »**

**guest (Read)**

**Login**

LOGIN

Username

Password

Join

The Acquisition Community Connection offers authoritative acquisition, technology and logistics information, and access to experts and peers working on critical AT&L processes.

- Access Workspaces »
- ACC User Training Guide »
- What's New in ACC »
- AKSS »
- Continuous Learning Center »

- **Anyone can view without joining**
- **Anyone affiliated with DoD AT&L can join by completing an application (.mil & .gov automatic)**
- **No cost to join or view**
- **Only members can post/contribute and have a personal web space**
- **All contributions reviewed by editors before posting**
- **Workspaces created upon request to Chief Editor**



# Performance-Based Services Acquisition Acquisition Community Connection (ACC)

<http://acc.dau.mil>

**Acquisition Community Connection**  
Where the AT&L Workforce Meets to Share Knowledge

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Search

ihhickok (Chief Editor) Eniwetok, Kwajalein | Log out

### Topic Explorer

- ACC
- Contract Management(87)
- Facilities Engineering(30)
- Logistics Management(19)
- Program Management(110)
- Risk Management(65)
- Systems Engineering(189)
- Special Interest Areas(10)
- PBSA(13)
- Workspaces(75)
- DAU Courses(99)
- User Info & Training(9)
- Job Announcements(14)
- Glossary(17)
- Site Maintenance(9)
- Contribution Archives(1)

Site Map

### Participate

- Add a Knowledge Object
- Subscribe to this Topic
- Join a Discussion (3)
- Rate this Page
- E-mail this Page
- Email Groups
- Who's Online?
- Edit this Topic

### Editors of this Topic

- Mr. Jeffrey Birch
- Mr. Lyle Easley
- Ms. Debbie Bartlett
- Administration Menu

### Bookmarks

- My Business Card
- My Personal Topic
- My Preferences
- My ACC Page

## Special Interest AREAS

Printer friendly version

### PBSA

Performance-Based Service Acquisition Resources

Expanding the use of Performance Based Service Acquisitions (PBSA) is a top priority and goal of the Department of Defense. It is imperative that we support our warfighters with the contract performance outcomes that support their mission needs in today's complex environment. DAU is committed to providing the AT&L workforce with the tools and resources necessary to support and achieve the mission performance goals of their customer. We solicit your input and recommendations for enhancing this special interest area - we welcome your comments and suggestions.

#### presentations

- PBSA Presentation
- Performance Based Mission Support

#### processes & methods

- J. S. Gansler PBSA Memorandum
- KNOWnet - PBSA
- Mr. Wynne's PBSA Memorandum
- NAVY - PBSA Samples
- PBSA - Interim Rule
- PBSA and DPAP
- PBSA at DAU
- PBSA Interagency Task Force
- PBSA Statement of Angela B. Styles
- Seven Steps to PBSA

#### What's New

- PBSA Presentation
- PBSA Statement of Angela B. Styles

RE: PBSA Resources  
I was unsuccessful in locating ...  
Ms. ROSEANN STEINHART  
2004-01-06  
12:37 pm  
Eniwetok, Kwajalein

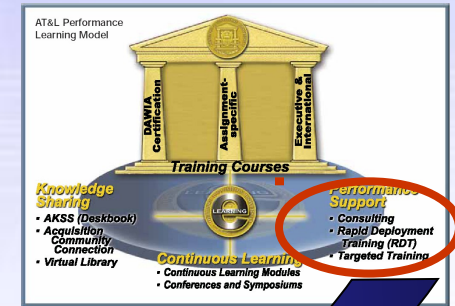
Shared Interest Areas  
Contingency Contracting  
In Development  
A-76  
Government Property

<http://acc.dau.mil>



# Performance Support

- **PBSA Workshops**
  - Organic capability at four locations
  - Four BPAs available for additional support
- **A-76 Training**
  - Preliminary Planning Course completed
  - On-Line A-76 Overview in final development
- **OFPP Center of Excellence for Services**

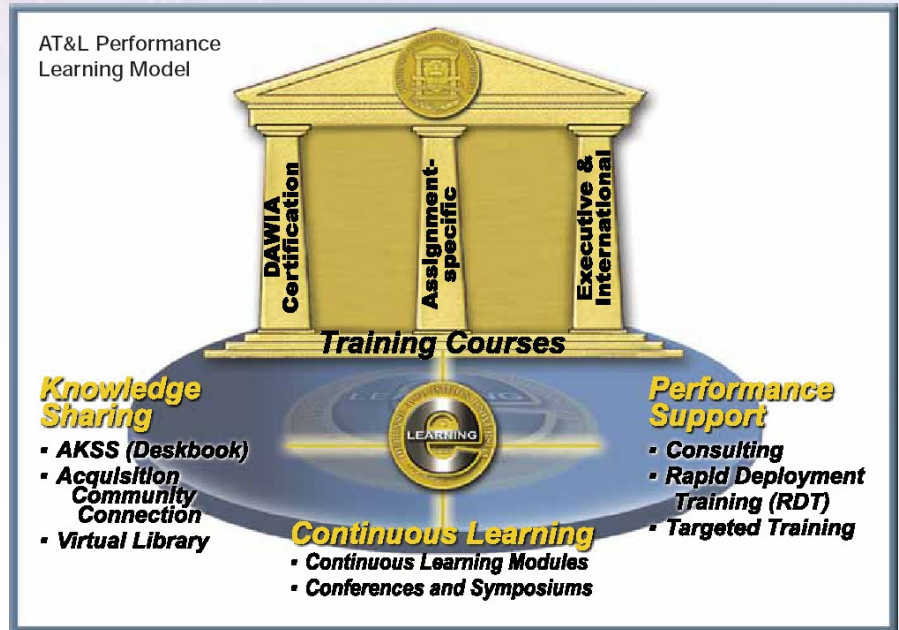


***Targeted Rapid Deployment Training***



# Summary

- DAU Contracting curriculum reengineering in third year of execution
- DAU's Performance Learning Model built on principle of continuous presence with the AT&L workforce
- Welcome your ideas and suggestions on how to develop the business advisor for today and the future



***DAU: Serving the DoD AT&L Workforce***



- **Back Up Slides**



# Competency-Based DAWIA Certification Program

1. Any Alt can be used to achieve certification.
2. Combinations of Alts can be used to achieve certification levels.
3. Education and experience requirements remain the same, regardless

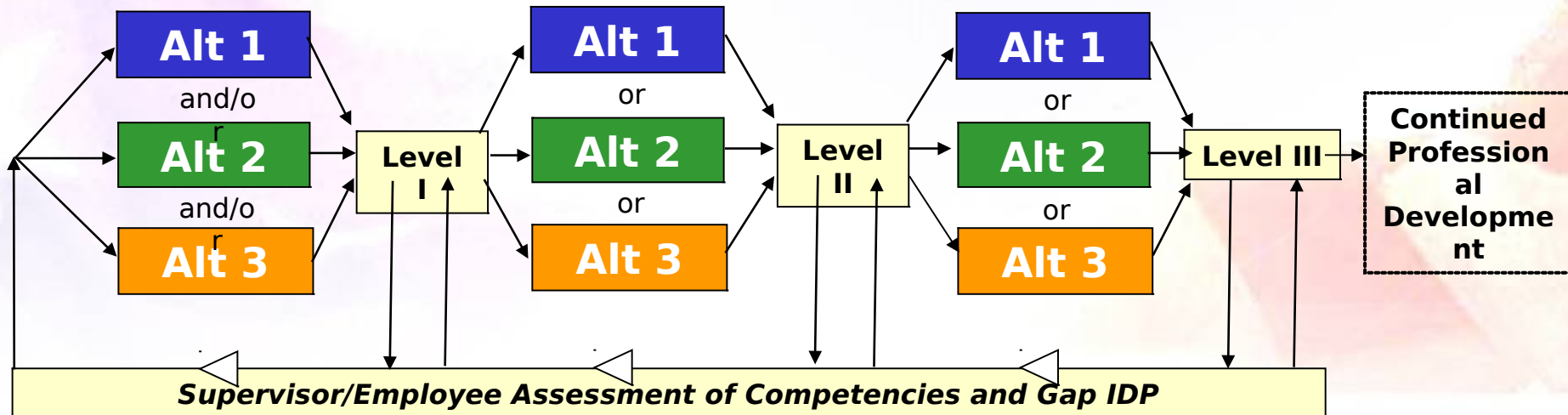
**Alt 1: DAU Functional Training**

**Alt 2: Workplace / Personal Experience / Fulfillment**

**Alt 3: Professional Association Certification / Other**

Functional & Core Competency Development / Certification Levels

I, II, III





# Resources

- Acquisition Community Connection <http://acc.dau.mil>
- DAU Community of Practice Implementation Guide –  
The Why, What, and How...  
<http://acc.dau.mil/copguide>
- ACC User Training Guide  
<http://acc.dau.mil/usertraining>
- AT&L Knowledge Sharing System (AKSS)  
<http://akss.dau.mil>